



## Trade Project



# USAID Trade Project

## Quarterly Report

*Project Year 4, Quarter 1*

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## Introduction

The goal of the Trade Project is to collaborate with the Government of Pakistan (GoP) and the private sector to resolve trade challenges and support trade reform through the provision of technical assistance. Specifically, the project aims to encourage improvements in customs and trade facilitation, eliminate anti-export bias in trade policy and enable increased bilateral and regional trade with Pakistan's neighbors through the facilitation of trade and transit agreements and border improvements.

The project is organized into four components as follows:

- Component 1:** Dedicated to improving Pakistan's trade environment
- Component 2:** Focused on increasing trade at Pakistani borders
- Component 3:** Aimed at supporting Reconstruction Opportunity Zones
- Component 0:** Established to provide project management, operational and life support

To meet project objectives, a team of expatriate and national staff work alongside the GoP and private sector stakeholders as outlined below:

- Public Sector:** Ministry of Commerce (MoC), Trade Development Authority of Pakistan (TDAP), Federal Board of Revenue / Customs (FBR), and the National Tariff Commission (NTC).
- Private Sector:** The South Asian Association for Regional Cooperation (SAARC-CCI), Pakistan National Committee of the International Chamber of Commerce (PNC-ICC), other trade sector associations and trade promotion organizations.

## Some Notable Achievements in Year 4 Quarter 1

The Trade Project worked directly with the GoP to improve the trade environment and cross-border trade. Some of the key achievements for the period from **July 1, 2012 to September 30, 2012** include the following:

- Finalized a study on Pakistan-India trade relations entitled, "Impact of Non-Tariff Barriers on Trade between Pakistan and India," in collaboration with the Beaconhouse National University's Institute of Public Policy.
- Administered a survey to gauge the perception, attitude and opinion of public and private sector stakeholders on Pakistan-India trade to inform outreach and awareness efforts.
- Completed a training needs assessment at the National Tariff Commission to identify the training needs of NTC staff and inform the development of a training plan.
- Provided internship opportunities to 49 recent women graduates through the "Women in Trade" Management Training and Mentorship Program across 15 national and multi-national firms active in the trade sector. The program provided opportunities in the cities of Karachi, Lahore, and Faisalabad.
- Began the procurement process to provide the FBR with ICT equipment, power supply and internet connectivity at eight customs stations for the Electronic Data Interchange pilot scheduled by the Governments of Pakistan and Afghanistan for implementation beginning December 1, 2012.
- Established technical working groups with the FBR to develop implementation roadmaps for Compliance (Risk) Management and Single Business Window. A working group was also established with the FBR to conduct a gap analysis between Pakistan's Customs Regime and the Revised Kyoto Convention.
- Established a technical working group with the MoC to coordinate on Pakistan-India trade relations research and outreach efforts.
- Established a technical working group with the NTC to coordinate on Trade Project assistance to improve the organization's capacity to manage WTO-compliant trade defense laws.
- Completed the FY12 Q4 Quarterly Trade Bulletin, capturing Pakistan's economic and international trade trends and figures for distribution to USAID.

# Progress Towards Meeting Objectives

## Component 1: Improved Trade Environment



*The objective of Component 1 is to assist Government of Pakistan efforts that affect the movement of goods across Pakistan's borders. In doing so, activities implemented within the component seek to strengthen the overall trade environment by reducing the cost and time required to export and import goods.*

Component 1 counterparts and stakeholders include the Ministry of Commerce (MoC), the Trade Development Authority of Pakistan (TDAP), the National Tariff Commission (NTC), and the Federal Board of Revenue / Customs (FBR), among others.

### Component 1 Results in Quarter 1

**Research on Trade Liberalization with India:** The Trade Project completed the second report on Pakistan-India trade issues entitled the "Impact of Non-Tariff Barriers," and also established a technical working group with the MoC's Foreign Trade Wing. Through this forum, the MoC and Trade Project have begun close coordination with the MoC regarding current ongoing initiatives and planning for future activities. These include augmenting the existing set of research with studies analyzing the impact of trade liberalization with India on the intra-industry and intra-services sectors and to analyze India's revised investment policy. In addition, the MoC requested assistance from the Trade Project to support outreach and awareness efforts with both the public and private sector on Pakistan-India trade relations. The MoC indicated an anticipated start date for outreach efforts in January 2013. The objective of this assistance is to support informed decision making by GoP policy makers and provide fact-based research to raise the public's awareness on Pakistan-India trade issues.

**Pakistan-India Stakeholder Perception and Awareness Survey:** In July 2012, the Trade Project administered a survey to gauge the perception, attitude and opinion of public and private sector stakeholders on Pakistan-India trade relations. A representative sample of 117 public and private sector stakeholders responded to the survey. Results indicate that there is overall support for trade liberalization among civil servants, academia and private

firms, with reservations from the armed forces. In addition, the survey indicated that there is a lack of knowledge and understanding on the concept of trade defense laws and the concept of Most Favored Nation. Lastly, stakeholders perceive that trade liberalization with India will threaten the textile, pharmaceutical and automobile sectors. Upon the completion of research and outreach efforts, the Trade Project will conduct another survey to measure effectiveness and impact.

**Strengthening the National Tariff Commission:** At the request of the MoC and in collaboration with the NTC, the Trade Project began efforts to support the NTC in improving their capabilities to manage the provisions of World Trade Organization (WTO) compliant trade defense laws. In Q1, the Trade Project completed a rapid training needs assessment to analyze the organization's current "learning" structure and determine future training requirements. Preliminary results gathered from the assessment indicate that the NTC needs a structured approach to develop and maintain a constant learning environment in order to effectively administer trade laws. Efforts in the following quarter will include analyzing the legal understanding of NTC staff on the provisions in the procedural and legal flow chart for the administration of trade defense laws in Pakistan. The Trade Project will also conduct an ICT needs assessment to determine where technology can be leveraged to improve the organization's effectiveness. The objective of this assistance is to strengthen the NTC to manage and administer trade defense laws. The ability of the NTC to administer these laws effectively will contribute to allaying concerns of stakeholders reluctant to trade liberalization efforts with India and other regional countries.

**"Women in Trade" (WIT) Portal:** In addition to the continued development and testing of the WIT Portal software, Trade Project advisors are in discussions with SAARC-CCI and TradeKey, the second largest business-to-business community in the world, for the ongoing operation of the WIT Portal beyond the project's current end date. It is anticipated that TradeKey will host the WIT Portal and SAARC-CCI will provide the outreach and awareness platform to ensure engagement of

women entrepreneurs and South Asian traders. The objective of the WIT Portal, an online trade facilitation tool, is to provide women entrepreneurs visibility and ultimately access to international trade opportunities. The Trade Project expects to finalize the terms of the partnership between TradeKey and SAARC-CCI in Project Year 4.

**Revised Kyoto Convention (RKC):** At the request of the FBR, the Trade Project identified a local law firm to conduct a gap analysis on Pakistan's current customs regime and the World Customs Organization's RKC. Upon the conclusion of the gap analysis an implementation roadmap will be developed to guide the FBR in reforming its customs administration. In anticipation of the conclusion of contract negotiation, the Trade Project and the FBR established a working group through which the FBR will have a key role in the development of an implementation roadmap which will prioritize initiatives to close the gaps. The RKC, also known as the International Convention on the Simplification and Harmonization of Customs Procedures, is an international agreement that provides a comprehensive set of standards for customs operations to facilitate legitimate international trade while ensuring effective customs controls.

**Trade Portal:** The Trade Project continued software development, user testing and data collection activities to support the implementation of a Trade Portal in collaboration with the Trade Development Authority of Pakistan. The Trade Portal is an online trade facilitation tool which will serve to promote trade between Pakistan's private sector entities and potential trading partners abroad. Discussions regarding the institutional arrangements for the transition of the Trade Portal to TDAP's management are ongoing with the MoC and TDAP.

**"Women in Trade" (WIT) Management Training & Mentorship Program:** The Trade Project interviewed over 750 applicants to the WIT program and placed 49 recent women graduates in national and multi-national firms across Pakistan during this quarter. Mentorship and training was provided on a bi-weekly basis to support the development of professional skills. The selection of participants involves a process whereby women graduates' qualifications and skills are matched with the partner companies' needs, which are gathered by conducting Human Resource needs assessments. The WIT Program provides opportunities for recent women graduates to explore a career in the international trade sector. Selected women graduates are placed across reputable national and multi-national firms, some of which include Walmart Sourcing, Target, JC Penny, Li & Fung, and Nishat Mills, among others.

**Quarterly Trade Bulletin:** The Quarterly Trade Bulletin is a report that captures Pakistan's economic and international trade trends and figures for distribution to USAID and other US Government agencies within Pakistan. The FY12 Q4 report was completed in Q1.

# Progress Towards Meeting Objectives

## Component 2: Increased Cross-Border Trade



Land route near the  
Torkham Border  
Crossing



*Component 2 addresses constraints at Pakistan's borders that affect trade and transit traffic with neighboring countries. Activities in this component seek to apply and extend Component 1 trade facilitation activities to reduce transaction costs associated with trade along Pakistan's borders and increase information exchange.*

Key stakeholders within Component 2 include the Federal Board of Revenue / Customs (FBR), the Ministry of Commerce (MoC), and private sector stakeholders.

### Component 2 Results in Quarter 4

**Electronic Data Interchange:** At the request of the FBR, the Trade Project is coordinating with local firms to install information and communications technology (ICT) equipment, power supply and internet connectivity at eight customs stations along the Afghan transit trade corridor. Upon the installation, on December 1, 2012, the FBR will initiate the Electronic Data Interchange (EDI) pilot with Afghanistan to exchange customs information via email in support of the 2010 Afghanistan-Pakistan Transit Trade Agreement (APPTA). The successful implementation of EDI will provide countermeasures against unauthorized trade, thereby increasing GoP revenues, and will facilitate trade by reducing the time and costs associated with Afghan transit trade consignments.

**Compliance (Risk) Management:** In coordination with the FBR, the Trade Project established a technical working group to assist the FBR with the development of a roadmap for the implementation of Compliance (Risk) Management processes and procedures. A Compliance (Risk) Management system will support the FBR's efforts to improve customs administration to manage the challenges associated with facilitating the movement of legitimate trade while applying controls to detect cus-

toms fraud and other offenses. By employing risk assessment and analysis techniques, the FBR will be able to identify the appropriate balance between inspecting and clearing goods.

**Single Window (SW):** In collaboration with the FBR, the Trade Project began the development of an implementation roadmap for a SW environment within the GoP. The implementation of an effective SW simplifies customs clearance and process formalities for traders, negating the need for manual dealings with multiple government authorities when obtaining relevant clearances and permits for the movement of cargo across national or economic borders. The Trade Project is gathering information from the FBR to capture the current state of the SW environment and identify the core group of government departments with which collaboration will be required. The inclusion of additional national and international stakeholders within both the public and private sectors will depend on the GoP / FBR's objectives for SW, which will be ascertained in subsequent months.

**Infrastructure Improvements at Torkham:** In April 2012, after almost a year of negotiations, the FBR, a private landowner and the Trade Project came to an agreement regarding land-use and fee-sharing arrangements for the installation of import and export weighbridges at Torkham. The installation of the weighbridges is on hold until the FBR and the landowner can obtain clearance from the Pakistan military to proceed with the installation. The Trade Project will continue to monitor the situation and install the weighbridges once the necessary clearances have been obtained. Infrastructure projects of this nature meet the provisions of APPTA by improving customs' ability to efficiently manage and track Afghan transit trade and reduce the time and costs associated with Afghan transit trade consignments.

# Obstacles & Challenges

## Federal Level

Obstacles / Challenges	Resolution / Next Steps Required to Remedy
<p><u>Assistance in Trade Liberalization with India:</u> Since Pakistan-India Trade liberalization is contingent upon political harmony and peace between the two countries, the GoP may limit the involvement of USAID in order to publicly convey that the process of trade liberalization with India is an independent initiative and is not backed by any outside third party.</p>	<p>The Trade Project will work with USAID to obtain branding and marking waivers to effectively support the MoC in meeting its objectives. Dissemination of materials will be devised with the complete consent and approval of the MoC and USAID.</p>
<p><u>Implementation Assistance for Electronic Data Interchange (EDI):</u> Reluctance of Afghanistan Customs to share critical trade related data with Pakistan Customs through the Electronic Data Interchange (EDI) mechanism could obstruct the bilateral exchange flows of information and cause possible failure/collapse of the system.</p>	<p>The Trade Project will continue to support the FBR and MoC through bilateral negotiations with Afghanistan's customs administration. Any developments that may impact the Trade Project's existing or planned activities will be communicated to USAID.</p>
<p><u>Trade Portal:</u> The Trade Project and TDAP do not have an agreed upon institutional arrangement for the sustainability of the Trade Portal subsequent to the Trade Project's current end-date of June 2013.</p>	<p>Due to changes in leadership with TDAP and MoC, the Trade Project has re-engaged with leadership of these agencies to finalize the institutional arrangements with TDAP regarding the ongoing development and sustainability of the Trade Portal. Developments are expected in November 2012.</p>

## Provincial Level

Obstacles / Challenges	Resolution / Next Steps Required to Remedy
<p><u>Infrastructure Improvement at Torkham:</u> The installation of the weighbridges is on hold until the FBR and the landowner can obtain clearance from the Pakistan military to proceed with the installation.</p>	<p>The Trade Project will continue to monitor the situation and install the weighbridges once the necessary clearances have been obtained.</p>

# Training

## Component 1: Improved Trade Environment

Title	Date	Participants			Outcome/Result	Location
		Male	Female	Total		
<i>WIT Management Training &amp; Mentorship Program</i>	7/17/12 to 12/10/12	-	15	15	Bi-weekly contact with mentors maintained and continuous guidance provided to the trainees regarding their day to day work	Lahore
<i>WIT Management Training &amp; Mentorship Program</i>	7/17/12 to 11/15/12	-	16	16	Bi-weekly contact with mentors maintained and continuous guidance provided to the trainees regarding their day to day work	Faisalabad
<i>WIT Management Training &amp; Mentorship Program</i>	7/17/12 to 12/10/12	-	18	18	Bi-weekly contact with mentors maintained and continuous guidance provided to the trainees regarding their day to day work	Karachi
<b>Total</b>				<b>49</b>		

## Component 2: Increased Trade at Pakistani Borders

No training was delivered in support of Component 2 during Project Year 4, Quarter 1.

# Quarterly Security & Risk Review

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## Security Risks & Mitigation Actions

Travel to Pakistan continues to carry a high risk rating, in part due to incidental risk to travelers and expatriates emanating from protests over the Anti-Islam film in September. While anti-US protests by political and Islamist groups were largely peaceful, there was localized violence during the demonstrations. All expatriate and local staffs were advised to avoid all protests as a routine security precaution and exercise care, particularly in the vicinity of US diplomatic missions.

The controversial film first triggered disturbances in Libya and Egypt on 11 September; four US nationals, including the country's ambassador to Libya, were killed in Benghazi when the US consular offices were attacked during a related protest. Since then, violent protests were reported across the Islamic world and in places with sizeable Muslim minorities. Incidents along similar lines have previously triggered disruptive and often violent demonstrations. The most significant example of this occurred in the wake of the February 2006 publication in the Danish press of cartoons depicting Muhammad. Other issues perceived as offensive to Islam, such as the burning of the Koran, the religion's holy text, have also triggered similar reactions in the region.

Travelers were reminded that Islamist militant activity in Pakistan poses a risk to foreigners. Attacks can occur in major cities, including the capital, and could target places where Westerners are known to congregate, as well as Western establishments such as diplomatic missions, UN offices and the premises of prominent Western companies, particularly those closely associated with the US. Personnel were asked to maintain heightened situational awareness at all times, including in the vicinity of diplomatic facilities and business interests linked to the US and its allies, as well as in places frequented by citizens of these countries, during this period of heightened tension.

# Key Meetings

## Component 1: Improved Trade Environment

Activity	Meeting with	Date	Overview	Outcome/Result	Location
<i>Pakistan-India Trade</i>	USAID US Department of State	07/06/2012	Presented the first Pakistan-India trade relations study entitled "A Primer: Trade Relations Between Pakistan & India (1947-2012)" to USAID and State Department Staff	USAID appreciated the efforts made by the Trade Project in increasing awareness among stakeholders regarding trade liberalization efforts between India and Pakistan	Islamabad
<i>Ministry of Commerce</i>	Munir Qureshi, Commerce Secretary	07/10/2012	Provided the new Secretary of Commerce an introduction to the Trade Project's support to the GoP	The Secretary of Commerce requested an additional meeting to discuss areas where the Trade Project can support the NTC with WTO compliant trade defense laws and the Foreign Trade Wing on Pakistan-India trade initiatives	Islamabad
<i>Trade Portal</i>	BearingPoint Pakistan	07/13/2012	Discussed the process of application testing and the development of a Portal demonstration for TDAP	The process of software development and remediation of defects identified in the User Acceptance Testing (UAT) were discussed. The demonstration of the Portal was scheduled for July 2012	Islamabad
<i>Trade Portal</i>	BearingPoint Pakistan	07/24/2012 07/25/2012 07/26/2012	Completed the third UAT and continued the discussion on the Trade Portal demonstration for TDAP	The third UAT was completed successfully. The Trade Project and BearingPoint reviewed the current state of the Trade Portal demonstration	Karachi
<i>Trade Portal</i>	Misbah Zafar, TDAP	07/24/2012	Provided updates to TDAP on the development of the Trade Project's Trade Portal	Updates were provided on the developments of the Trade Portal and TDAP expressed interest in seeing a demonstration of the Web Portal	Karachi
<i>TIR Convention and ATA Carnet</i>	Tariq Rangoonwala, Chairman, PNC-ICC	07/25/2012	Discussed the modalities of the Trade Project's support to PNC-ICC to build capacity on the use and benefits of ATA and TIR Carnets	PNC-ICC requested support from the Trade Project in organizing workshops to develop enabling regulations on the TIR Convention and discuss the benefits of acceding to it. PNC-ICC also showed interest in training Pakistani Truckers and Logistics Support Service Providers on international best practices	Karachi
<i>Ministry of Commerce</i>	Munir Qureshi, Secretary Commerce	08/01/2012	Discussed the modalities whereby the Trade Project can support the National Tariff Commission and the MoC's Foreign Trade Wing	The MoC and Trade Project agreed to establish a working group on Pakistan-India trade issues and with the National Tariff Commission to explore potential areas of assistance for the Trade Project to provide	Islamabad
<i>Women in Trade Portal</i>	SAARC-CCI	08/02/2012	Discussed SAARC-CCI's role and participation in the outreach and promotions of the "Women In Trade" Portal	Trade Project and SAARC-CCI agreed to work closely to develop an outreach and communications plan, once an agreement is signed with a Portal Operating Partner	Islamabad
<i>Women in Trade Portal</i>	BearingPoint Pakistan	08/23/2012 08/24/2012	Conducted the second round of the UAT for the Women In Trade WIT Portal	Additional defects were identified during the testing session. Errors will be rectified within 10 business days	Karachi
<i>Pakistan-India Trade</i>	Awais Butt, Section Officer, Ministry of Commerce	08/30/2012	Obtained updates from the MoC on the bilateral interaction between Pakistan and India in normalizing trade relations and discussed the agenda of the forthcoming Composite Dialogue	The Trade Project was briefed on agenda items for the Composite Dialogue. It included the signing of three agreements on trade facilitation, opening of Khokharapar land border station for trade, allowing the import of all permissible items through the Wagah border, phasing out of the negative list for imports from India, and liberalizing the investment regimes and trade in petroleum and energy products	Islamabad

# Key Meetings

## Continued Component I Key Meetings

Activity	Meeting with	Date	Overview	Outcome/Result	Location
<i>Afghanistan-Pakistan Trade</i>	Taj Muhammad, Section Officer Afghanistan, MoC	08/30/2012	Obtained updates on the forthcoming third Afghanistan Pakistan Transit Trade Coordination Authority (APTTCA) meeting	The Trade Project was informed of the proposed dates for APTTCA . During the meeting there was a discussion on potential agenda items that included the release of insurance guarantees, transit of loose cargo, demurrages related to un-cleared transit consignments at the ports of Pakistan and the inspection practices of law enforcement agencies	Islamabad
<i>Ministry of Commerce</i>	Ministry of Commerce	09/03/2012	Finalized the coordination mechanisms with between the Ministry of Commerce and Trade Project	The MoC nominated individuals to the working groups for two Trade Project initiatives; Strengthening the National Tariff Commission and Supporting Pakistan-India Trade through Research and Outreach. Discussions on the Trade Portal will be completed once TDAP has had an opportunity to review and respond to the concept note developed by the Trade Project	Islamabad
<i>Trade Portal</i>	Kazi Kabir, Acting Secretary, TDAP	09/06/2012	Briefed the acting Secretary on the progress of the Trade Portal development and discussed next steps	The acting Secretary of TDAP agreed to establish a technical working group to resolve existing concerns as a mechanism to address areas where the Trade Project can assist TDAP	Islamabad
<i>Pakistan-India Trade</i>	Ministry of Commerce	09/07/2012	Discussed Pakistan-India trade liberalization research through the MoC and Trade Project's technical working group	The MoC was briefed on the Trade Project's Pakistan-India trade relations and liberalization research. The stakeholder perception analysis was also shared. The MoC requested that research be augmented with a study on intra-industry and intra-services trade and an analysis of India's revised investment policy	Islamabad
<i>Afghanistan-Pakistan Trade</i>	Waqar Shah Taj Khan, Ministry of Commerce	09/24/2012	Discussed the upcoming Afghanistan-Pakistan Transit Trade Coordination Authority (APTTCA) scheduled for October in Islamabad	The Trade Project and MoC discussed the agenda for the APTTCA meeting on October 11-12, 2012. In addition, MoC requested information from the Trade Project to help them develop their negotiation strategy for APTTCA	Islamabad
<i>Pakistan-India Trade</i>	Rubina Ather Awais Butt, Ministry of Commerce	09/25/2012	Discussed developments of the seventh Composite Dialogue with India on September 20-21, 2012 and discussed MoC's request for additional studies on Pakistan-India trade relations	Composite Dialogue: Three Agreements on trade facilitation were signed. Pakistan agreed to open the Wagah border for all importable items by October 2012 and will consider opening the Kohrapar border for trade with India Additional Research: MoC agreed to the Trade Project's framework and timeline for the two additional studies that the MoC requested	Islamabad
<i>Strengthening the NTC</i> <i>Pakistan-India Trade</i>	Fazal Maken Additional Secretary, Ministry of Commerce	09/25/2012	Discussed the constitution and functioning of the technical working groups on strengthening the NTC and Pakistan-India trade liberalization studies	The Additional Secretary was updated on the meetings of the Working Groups on both initiatives. Both parties agreed to continue working together on these two areas.	Islamabad
<i>Regional Trade</i>	Aamir Nazir Gondal Ahmed Fasih, Ministry of Commerce	09/26/2012	Discussed the upcoming Quadrilateral Summit between Pakistan, Afghanistan, Tajikistan and Russia hosted by Pakistan on October 3-4, 2012	Pakistan is hosting Quadrilateral Summit inviting leaders from Afghanistan, Tajikistan and Russia on October 3-4, 2012. In the summit a trilateral transit agreement between Pakistan, Afghanistan and Tajikistan is expected to be signed. The agenda was discussed and agreed on	Islamabad

## Key Meetings

### Component 2: Increased Trade at Pakistani Borders

Advisor	Meeting with	Date	Overview	Outcome/Result	Location
Afghanistan-Pakistan Trade	Afghanistan Pakistan Cooperation Process (APCP) - Joint Technical Working Group	07/15/2012 07/16/2012	Supported the FBR in its efforts to agree on an implementation plan for the Electronic Data Interchange (EDI) with Afghanistan, as provisioned in the Afghanistan Pakistan Transit Trade Agreement (APTTA)	An agreement was reached on the proposed timelines for the implementation of an EDI between Afghanistan and Pakistan by December 1, 2012. Release of insurance guarantees on the basis of information provided through EDI messages was discussed, which will be addressed further at the APTTCA meeting in October 2012	Islamabad Bhurban
Torkham Weighbridges	Dep Collector, Peshawar Customs	07/18/2012	Introduced the Trade Project team and discussed the Trade Project's assistance for the installation of weighbridges in Torkham	A schedule was agreed upon to ensure Trade Project advisors are apprised of developments	Peshawar
Torkham Weighbridges	Add'l Collector, FBR and Landlord of weighbridges site in Torkham	07/25/2012	Finalized the schedule for the installation of weighbridges in Torkham	A schedule, outlining the activities required for the installation of import and export weighbridges in Torkham, was agreed upon between the FBR, the landowner for the proposed weighbridges, and the Trade Project	Peshawar
General	Federal Board of Revenue	08/08/2012	Provided an overview of the Trade Project to the newly appointed Member Customs	The Member confirmed support for the initiatives undertaken by the Trade Project. The FBR will nominate two officers to coordinate with the Trade Project's efforts related to the Gap Analysis and Implementation Roadmap for the Revised Kyoto Convention	Islamabad
General	House Foreign Affairs Committee	08/09/2012	Provided an overview of the Trade Project and upcoming initiatives related to Afghanistan-Pakistan, Pakistan-India, and Central Asian trade	Following the presentation Congressional staffers asked questions on South and Central Asian trade issues	Islamabad
General	US Department of State	08/10/2012	Introduced the Trade Project to the Council for Economic and Commercial Affairs and Trade and Investment officer	The Trade Project was requested to assist in recommending names of businessmen / exporters to participate in the workshop arranged by US Department of State on August 28, 2012 in Karachi. The workshop targets how best to export to the US and take advantage of the Generalized System of Preferences	Islamabad

## Key Meetings

### Continued Component 2 Key Meetings

Activity	Meeting With	Date	Overview	Outcome/Result	Location
Ministry of Commerce	National Trade & Transport Facilitation Committee (NTTFC)	08/13/2012	Participated in the seventeenth meeting of NTTFC under the MoC with membership of 38 key public and private sector organizations involved in major trade issues	Issues discussed included an update on the implementation of APTTA, Pakistan's accession to TIR and other conventions, establishing a Single Window system, improving facilities at the Wagah border and revising the National Trade Facilitation Strategy	Karachi
General	Federal Board of Revenue	08/27/2012 08/28/2012 08/29/2012 08/30/2012 08/31/2012	Discussed Trade Project efforts across Compliance (Risk) Management, Single Business Window and Electronic Data Interchange with the FBR	The FBR nominated two officers for the technical working group on the RKC. Additional working groups to be established are for Single Window and Compliance (Risk) Management System. An update was also provided on the Trade Project's efforts around procuring and installing ICT equipment, power supply and internet connectivity in support of EDI's implementation	Islamabad
Electronic Data Interchange	Federal Board of Revenue, Pakistan Revenue Automation Limited (PRAL)	08/31/2012	Discussed the approach by which the Trade Project's assistance will be sustained by the FBR beyond the Trade Project's life	An agreement was reached between the FBR and the Trade Project on the bill of materials for the procurement and installation of ICT equipment, power supply, and internet connectivity at eight customs station along the Afghan transit trade corridor. The FBR also agreed to sustain the Internet connectivity and generator beyond the Trade Project's assistance	Islamabad
Pakistan-India Trade	Federal Board of Revenue, Wagah and Lahore Dry Port	09/20/2012	Collected information on trade between India and Pakistan by road and rail via the Wagah customs station and the Lahore Dry Port (T10 platform)	Information on Customs clearance procedures, trade via the T10 railway station, challenges being faced and suggestions on how to rectify them was collected. This information will be used to update and expand the scope of the Wagah Border Assessment Study. The Study is scheduled for completion in Quarter 2 and will incorporate recommendations for the improvement of physical infrastructure, human capacity and policy/procedural reforms	Lahore
Compliance (Risk) Management	Federal Board of Revenue	09/27/2012	Participated in the first technical working group on Compliance (Risk) Management with the FBR	The FBR requested the Trade Project to begin the development of an implementation road map. The FBR also requested the Trade Project's inputs to the Terms of References developed for working group participants. Roles and responsibilities of working group participants will be included in the Terms of References	Islamabad
Single Window	Federal Board of Revenue	09/27/2012	Participated in the first technical working group meeting to define the assistance proposed by the Trade Project for the development of a Customs Single Window (SW) System	The FBR requested the Trade Project to identify areas of support for the development of an implementation road map on SW system. The FBR also requested the Trade Project's inputs to the Terms of References developed for working group participants. Roles and responsibilities will be included in the Terms of References	Islamabad

# Project Documents

## Component 1: Improved Trade Environment

Title	Date	Portal Link
Pakistan-India Trade Relations Report: Deliverable 2 of the IPP study entitled, "Pakistan-India Trade Relations: the Impact of Non-Tariff Barriers."	Aug 2012	<a href="#">Click to access Deliverable 2 of the IPP study entitled, "Pakistan-India Trade Relations: the Impact of Non-Tariff Barriers."</a>
Concept Note on the Investment Policy of India	Sep 2012	<a href="#">Click to access Concept Note on the Investment Policy of India</a>
Concept Note on Intra industry Trade with India	Sep 2012	<a href="#">Click to access Concept Note on Intra Industry Trade with India</a>
Concept Note on Trade of Services with India	Sep 2012	<a href="#">Click to access Concept Note on Trade of Services with India</a>
Questionnaire: Pakistan-India Trade Stakeholder Perception Survey	Aug 2012	<a href="#">Click to access Questionnaire on Pakistan-India Trade Stakeholder Perceptions</a>
Analysis: Pakistan-India Trade Stakeholder Perception Survey	Aug 2012	<a href="#">Click to access the analysis of the Pakistan-India Trade Stakeholder Perception Survey</a>
Note on Indian Investment Policy	Jul 2012	<a href="#">Click to access Note on Indian Investment Policy</a>
Write-up for Trade Portal (Project Year 3)	Jul 2012	<a href="#">Click to access the Project Year 3 Write-up for the Trade Portal</a>
Report on Support to Pakistan National Committee of the International Chamber of Commerce (PNC-ICC)	Jul 2012	<a href="#">Click to access Report on Support to PNC-ICC</a>
Trade Portal: Second User Acceptance Test results	Jul 2012	<a href="#">Click to access the Trade Portal's Second User Acceptance Test results</a>
Trade Portal: Third User Acceptance Test results	Jul 2012	<a href="#">Click to access the Trade Portal's Third User Acceptance Test results</a>
'Women In Trade' Portal: First User Acceptance Test results	Jul 2012	<a href="#">Click to access the 'Women In Trade' Portal's First User Acceptance Test results</a>
'Women In Trade' Portal: Second User Acceptance Test results	Aug 2012	<a href="#">Click to access the 'Women In Trade' Portal's Second User Acceptance Test results</a>
Non Disclosure Agreement for the 'Women In Trade' Portal	Aug 2012	<a href="#">Click to access the Non Disclosure Agreement for the 'Women In Trade' Portal</a>
Women In Trade Portal: Draft Work plan for transition of 'Women In Trade' Portal to operating partner Women In Trade Portal: Technical Environment and Human Resource document	Sep 2012	<a href="#">Click to access the Draft Work plan and Technical Environment and Human Resource document for the 'Women In Trade' Portal</a>
Draft Letter of Agreement & Standard Operating Procedures for the Women In Trade Portal	Sep 2012	<a href="#">Click to access the Draft Letter of Agreement &amp; Standard Operating Procedures for the Women In Trade Portal</a>
Geographical Map of Internees for the 'Women In Trade' Management Training & Mentorship Program	Sep 2012	<a href="#">Click to access the Geographical Map of Internees for the 'Women In Trade' Management Training &amp; Mentorship Program</a>
A Brief on Progress and Improvements in Pakistan-India Trade Relations	Sep 2012	<a href="#">Click to access Brief on Progress and Improvements in Pakistan-India Trade Relations</a>
Quarterly Trade Bulletin	Sep 2012	<a href="#">Click to access Quarterly Trade Bulletin FY12 Q4</a>
Statement of Work for the Legal Gap Analysis of the Revised Kyoto Convention	Jul 2012	<a href="#">Click to access the Statement of Work for the Legal Gap Analysis of the Revised Kyoto Convention</a>

# Project Documents

## Component 2: Increased Trade at Pakistani Borders

Title	Date	Portal Link
ADS 548 Information Resource Management Pack: Information & Communications Technology (ICT) Support for Electronic Data Interchange (EDI)	Sep 2012	<a href="#">Click to access the ADS 548 Information Resource Management Pack for ICT Support for the implementation of EDI</a>
Business Case for Support to Federal Board of Revenue (FBR) for EDI Implementation	Sep 2012	<a href="#">Click to access the Business Case for Support to FBR for EDI Implementation</a>
Information Resource Management Pack and Bill of Materials for ICT Support for EDI Implementation	Sep 2012	<a href="#">Click to access the Information Resource Management Pack and Bill of Materials for ICT Support for EDI Implementation</a>
Expression of Interest to procure ICT equipment for EDI	Sep 2012	<a href="#">Click to access the Expression of Interest to procure ICT equipment</a>
Concept Note on Customs Single Business Window System	Sep 2012	<a href="#">Click to access the Concept Note on Customs Single Business Window System</a>
Concept Note on Customs Risk Management System	Sep 2012	<a href="#">Click to access the Concept Note on Customs Risk Management</a>

## Component 0: PMO and Cross Cutting

Title	Date	Portal Link
Quarterly Performance Report	Jul 2012	<a href="#">Click to access the Trade Project's Quarterly Performance Report</a>
6 Bi-Weekly Reports	Sep 2012	<a href="#">Click to access Trade Project's Bi-Weekly Reports</a>

# Acronyms

Acronym	Description
APCP	Afghan-Pakistan Cooperation Process
APTTA	2010 Afghan-Pakistan Transit Trade Agreement
APTTCA	Afghan-Pakistan Transit Trade and Coordination Authority
ATA Carnet	Admission Temporaire/Temporary Admission Carnet
BoI	Board of Investment
CAREC	Central Asia Regional Economic Cooperation
EDI	Electronic Data Interchange
FBR	Federal Board of Revenue / Customs
FCPA	Foreign Corrupt Practices Act
GoP	Government of Pakistan
ICT	Information and Communications Technology
ICTSD	International Centre for Trade and Sustainable Development
IPP	Institute of Public Policy
IRU	International Road Transport Union
ICT	Information and Communications Technology
LoA	Letter of Agreement
LoC	Letter of Cooperation
PNC-ICC	Pakistan National Committee of the International Chamber of Commerce
MFN	Most Favored Nation
MoC	Ministry of Commerce
NLC	National Logistic Cell
NOC	No Objection Certificate
NTC	National Tariff Commission
PRAL	Pakistan Revenue Automation Limited
RKC	Revised Kyoto Convention
RMS	Risk Management System
ROZs	Reconstruction Opportunity Zones
SAARC	South Asian Association for Regional Cooperation
SBW	Single Business Window
TDAP	Trade Development Authority of Pakistan
TIR Convention	Transit International Routier Convention
UAT	User Acceptance Testing
USAID	US Agency for International Development
USD	US Dollar
WCO	World Customs Organization
WIT	“Women in Trade”
WTO	World Trade Organization



**USAID Trade Project**  
Islamabad, Pakistan

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## *Dedicated to Improving Trade*

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***The Trade Project** is a program led by the **U.S. Agency for International Development** to help Pakistan create favorable frameworks that promote trade. The Trade Project is comprised of a diverse team of economists, trade lawyers, development experts and sector specialists who work alongside Government of Pakistan officials, providing technical assistance on a daily basis.*